United States Energy Association Request for Proposals:
Webinar Series and Handbook on Cybersecurity Risks for the Electricity Sector

QUESTIONS & RESPONSES
April 1, 2023

QUESTION: Timeline – 7 months, how much time will be available to prepare and implement each Webinar? Weekly events, etc.?
ANSWER: We envision the following schedule: 1 month from the date of signing a subagreement to set the project in motion, 5 months to conduct a webinar series, and 1 month to compile the webinars materials into a Handbook. That means hosting 2 webinars per month.

QUESTION: Audience – who will the audience be for this series and what will be their level of knowledge in cybersecurity?
ANSWER: Our target audience is IT and IS professionals employed by electric utilities in developing countries. Their level of knowledge in cybersecurity will vary greatly.

QUESTION: Are the topics strictly educational vs. letting them know about US product/solutions?
ANSWER: The topics can and should include examples of available U.S. resources, products, technologies, and solutions.

QUESTION: Considering that this will be the second Webinar series, what are the objectives? Teach cybersecurity, spread awareness, secure the energy sector, etc.?
ANSWER: The objectives of the program are two-fold: 1) to introduce electric utilities in developing countries to best practices in digitalization and cybersecurity in the energy sector, particularly on issues of supply chain risks; and 2) to promote awareness of why cybersecurity should be one of core functions of energy utilities.

QUESTION: Each Webinar can be 1-2 hours so it can be flexible?
ANSWER: Yes. We typically aim for 1 to 1.5 hours, including 30 to 60 minutes of presentations (depending on the number of presenters) plus 30 minutes of Q&A.

QUESTION: Will the existing handbook be used as a reference to supplement this next series?
ANSWER: It can be.

QUESTION: Was the previous Workbook produced pre or post Webinar Series.
ANSWER: The previous Handbook was produced after the webinar series.

QUESTION: Are all areas of the energy/electric industry included (Nuclear, Solar, Wind, Biomass, Hydro, WTE etc.?)
ANSWER: While we are not targeting or excluding any types of generation, nuclear, biomass and WTE are not very common in our target countries.